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Hamilton-Wentworth Regional
Municipality, Ont. Dept. of
Economic Development.

Annual Report 1985
of the Business
Development Department

CAB ONHW Q78
A561 1985

BUSINESS DEVELOPMENT SECTION

1985

ANNUAL REPORT



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A. LOCAL ACTIVITY

The firms described below requested assistance from the Department. By no means are they the only business to have located or expanded in Hamilton-Wentworth, 1985.

A summary in chart form of local activity follows the text portion of Section A.

A.1 New Firms or Branches

G.C. McDonald Supply Ltd is a Brantford based firm whose main interest is heating air conditioning and plumbing supplies. The firm opened at 217 Cannon St. East in Hamilton and in its early stages has hired seven new employees. Chairman Anne Jones was the guest of honour at the grand opening. The Department was instrumental in locating the facility through a local realtor and staff assisted in organizing the opening reception.

Jover Steel Supply Ltd is a recently established steel warehousing firm. The firm located at 150 Chatham Street in Hamilton after an extensive search throughout the Region. Initial employment is expected to be three to four persons.

The Ontario Development Corporation contacted staff for assistance in locating premises for Kandler Jewellery. Staff, with the aid of local realtors were able to find premises at 20 King Street East in Hamilton. The firm manufactures rings, bracelets and broaches from precious metals and stones.

Liburdi Engineering is a high-tech aerospace firm which manufactures and repairs jet intake blades. Joe Liburdi originally contacted this Department through a Mississauga-based realtor in 1983. We supplied lists of potential properties and have since enlisted the help of Flamborough Planning Department, Regional Engineering and The Ministry of Industry Trade and Technology. The firm has commenced construction of its 20,000 square foot plant in Clappison Corners industrial park on five acres of land and will be employing up to 30 people.

Super Magnum Lead is a new venture in Stoney Creek which manufactures fishing lures and hunting equipment. The Department assisted in establishing a mailing list and marketing plan. Initially there will be three employees.

The franchise for Burger King in Niagara Falls is opening a new establishment near Limeridge Mall. Operations are scheduled to begin by Mid December and will employ between 100 and 120 (including 20-30 full time) people. The owner enlisted the help of the department to locate the property and staff provided details about growth patterns and the economics of the Region.

The Hamilton Harbour Commission referred Trans Canada Highway Express, a division of a major transport company, to the Department. Staff were able to supply information pertaining to the economics and demographics of the Region. The firm employs two people on site and indirectly, several drivers, depending on market conditions.

St. Hubert B.B.Q. established a franchise on Centennial Parkway as a result of meetings held first with personnel from St. Hubert's Ontario Regional Office, later with officials from Montreal and lastly with the potential franchisee. Employment will level off at about 60 to 80 persons.

The Provincial Government has initiated a programme whereby unemployed youth were given seed money to establish new firms. Hi-Lite Janitorial Services was one such group. This Department reviewed and made recommendations on the business plan. The firm now employs eight people.

A new mixed-use industrial/commercial plaza has been completed at the north-west corner of Nebo and Rymal Roads. All ten units are occupied and the plaza occupies 16,000 square feet. The project was built by Carlo Brothers Excavating.

Attic Mechanical and Maintenance Ltd is in the business of erecting and maintaining industrial and construction cranes. The firm asked the Department for assistance in discovering a location and also needed statistics on the Region. Initially there will be eight people working in the premises plus independent contractors.

Lately the Ontario Film and Video Office has been contacting this office for assistance on locating sites for screen and T.V. productions. With the welcome assistance of Mr. Ed Simpson's office at Hamilton City Hall, the production "Deadly Business" was filmed within the time limit using sites provided by the Harbour Commission, Canada Dredge and Dock, Waxman's and J.I. Case. The T.V. movie is being produced by Taft Entertainment for viewing in February on C.B.S. television.

As noted in Section C.2., Westa Stahlhandel GmbH is establishing a sales office in Hamilton. The Firm expects to establish a steel centre in the future.

A.2 Expansions or Relocations

Arzon Limited which manufactures components for car and truck radiators, moved from a building of less than 8,000 square feet to one in excess of 20,000 square feet. Initially the firm will be employing 12 more people. The Department assisted in accessing provincial and federal funds and was involved with the search for new premises.

Regal Greetings and Gifts Limited expanded its operations in Hamilton-Wentworth by relocating from Cannon Street to the Hamilton Mountain Industrial Park. The firm occupies nearly 5,000 square feet and will employ four people. It is maintaining its operations in east Hamilton and will be seeking new facilities in the west end.

The Department has maintained contact with Salerno Dairy Products Limited since 1983. Due to restrictions imposed by federal and provincial milk marketing regulations, Salerno has not been able to expand as planned. Nevertheless, an on-site expansion has taken place in the order of 6,400 square feet.

East West Couriers Limited is a specialized delivery firm operating in the metropolitan Hamilton area. Initially the firm contacted the Department in 1983 seeking assistance in locating. Since then, the firm has expanded and relocated to Woodward Avenue in Hamilton and now employ nine people.

Taylor and Associates has expanded its capacity by acquiring neighbouring facilities. This means an expansion of 10,000 square feet and increased employment of five or six new people. The firm is in the plumbing electrical supply business.

International Harvester is relocating all its office staff from sites in Hamilton and Burlington to new facilities in the Standard Life Centre, they occupy 11,000 square feet. This comes as a result of divesting the farm assets to J.I. Case Ltd.

Vibco is a firm which distributes vibration sorting and control equipment. The firm located in Hamilton-Wentworth in 1983 and relocated from Rennie Street to Kenora Avenue in 1985. Staff visited the head office in Rhode Island to reinforce the firm's commitment to Hamilton-Wentworth. It is expected that they will commence manufacturing in 1986.

Third Sector Recycling contacted this department for assistance in locating new premises. After a thorough search, the operation found it more advantageous to expand on site. They have taken over an additional 12,000 square feet on Niagara Street.

Sandco Automotive has had several expansions in the past few years. The latest was completed this past summer when the firm added 10,000 square feet on two acres of adjoining land. At this time the firm is considering a joint venture with a West German investor. The principals of the two firms have met and detailed discussions are underway. The potential German partner was discovered when staff visited Europe in 1984. More details are discussed in Section C of this report.

Cramero Tarpaulin Systems Limited was referred to this Department by Mr. Ray Waters, CAO, City of Stoney Creek. Staff were made able to assist by providing options for possible relocation along with economic data on the Region. The firm makes truck tarpaulins and is hiring five new employees, bringing the total to twelve.

The Kott Group, formerly known as Kott-Wernike, expanded into neighbouring premises, adding an additional 5,000 square feet to its operations. The firm is involved in the manufacture and supply of flexible manufacturing systems to industry.

Spectrum Tool & Die a CAD/CAM facility, was considering a location in one of the Industrial Parks, but financial considerations suggested that they expand on site. The firm now occupies 7,500 square feet compared to the 2,000 formerly being used.

Because of a heavy demand for high quality and reasonable prices, the Design it Young shop took on new premises in the Hamilton Mountain Industrial Park. They are maintaining their present operation on Upper James as well. The Department was involved by recommending and assisting with the re-zoning of the site. The firm manufactures and retails children's furniture.

Signex Inc was referred to this Department by Albert Kergl of Holiday Juices (recently expanded with assistance from this Department). The firm had various options, one being to remain on site. The company chose to purchase property at 1818 Burlington Street where it will occupy some space and lease out the remainder. It also chose to expand its Stoney Creek facilities. A small increase in employment is anticipated.

The Department has been working closely with Canadian Bird Equipment Ltd., in conjunction with the Ontario Ministry of Industry Trade and Technology to assist the firm to consummate contracts in the Peoples' Republic of China. In this regard the Department has supplied contacts through its Hong Kong initiatives. At this point one contract has been concluded and it is hoped that there will be more in the near future.

Bennett Signs Limited contacted the Department for assistance in locating new facilities in Stoney Creek. Discussions started in 1983 and were finalized late 1985. As a result, the plant size more than doubled and employment increased by about 4 people.

A.3 Operations Lost

Jones Neon Signs Ltd conducted an extensive search throughout the Region but could find no acceptable premises into which to relocate. The firm moved to Burlington.

The main office for Otis Elevators relocated to Oakville. The firm did not contact this office.

The product development group of Proctor and Gamble has been reorganised into the Toronto head office building.

Office sales staff for O & K have been moved to Burlington.

Windsor Wafers has consolidated its operations into its Cambridge facility.

The main office for Laidlaw Transport has been removed to Burlington. The firm did not contact the Department.

A.4 Summary of Local Activity

Company Name/Location	Product or Service	Approx New Employment
G.C. McDonald Supply, Hamilton	Heating/air cond/plumbing supplies	7
Jover Steel, Hamilton	Steel warehousing	4
Kandler Jewellery Hamilton	Jewellery manufacturing	2
Liburdi Engineering, Flamborough	Aerospace	20
Super Magnum Lead Stoney Creek	Lead weights	2
Burger King Hamilton	Restaurant	100/120
Trans Canada Highway Express Hamilton	Transport	2
St. Hubert B.B.Q. Hamilton	Restaurant	60/80
Hi-Lite Janitorial Services Hamilton	Industrial cleaning	8
Rymal-Nebo Mall Hamilton	Industrial/commercial plaza	N/A
Attic Mechanical & Maintenance Stoney Creek	Crane erection maintenance	8
Arzon Limited Hamilton	Radiator components	12
Regal Greetings & Gifts Hamilton	Stationery supplies & gifts	0
Salerno Dairy Products Hamilton	Cheeses	10
East West Couriers Hamilton	Delivery & courier	9

Company Name/Location	Products/Service	Approx New Employment
Taylor & Associates Hamilton	Plumbing & electrical supply	6
Cramero Tarpaulin Systems Stoney Creek	Tarpaulins for trucks	5
International Harvester Hamilton	Truck manufacturing (office staff)	N/A
Vibco Hamilton	Hydraulic vibration products	0
Third Sector Recycling Hamilton	Waste paper recycling	8
Sandco Automotive Flamborough	Rocker arms for automotive industry	20
The Kott Group Inc., Stoney Creek	F.M.S. engineering and manufacturing	2
Spectrum Tool & Die Stoney Creek	CAD/CAM, tool & die	2
Design it Young Shop Hamilton	Manufacture and retail childrens furniture	4
Westa Stahlhandel GmbH Hamilton	Sales office-steel exporting	N/A
Signex Inc Hamilton	Design & manufacture of signs	5
Ontario Film Office Hamilton	T.V. & film production	N/A
Bennett Signs Limited Stoney Creek	Outdoor signs and truck body display.	4
Canadian Bird Equipment Hamilton	Poultry processing equipment	5

B. LOCAL PROMOTION

B.1 Chamber of Commerce Participation

There are four distinct Chambers of Commerce in the Region of Hamilton-Wentworth: the Flamborough Chamber, the Hamilton and District Chamber, the Stoney Creek Chamber and the Canadian/Italian Chamber. Staff participate at meetings of each of the Chambers and also on the committees of the Hamilton and District Chamber. The committees in the Hamilton Chamber include International Trade, Business Development, Tourism Development and the Dundas Division.

B.2 Seminars and Trade Missions

Early in 1985 the Department hosted a premiere showing of the Audio Visual "Talk About A Great Place". The reception was attended by area politicians, local, provincial and federal, as well as by leaders of business and industry in Hamilton-Wentworth. The event took place at the Canadian Football Hall of Fame. The Audio Visual has been produced in Beta, V.H.S. and 16mm formats and has been shown virtually around the world. Copies have been sent to each of the Canadian Consulates and Ontario Trade Offices in Europe, the U.S.A. and the far east. Similarly, businesses have requested and received copies for their own use and have shown them to their associates, suppliers and customers.

"Doing Business with China", a seminar sponsored jointly by the Department, the Chamber of Commerce and the Canada/China Trade Council was held at the Convention Centre in February. It was attended by officials from mainland China, the federal and provincial governments, staff, the Trade Council and businesses from throughout Hamilton-Wentworth. The objective of the meeting was to explain the red tape involved in accessing the Chinese market. Mr. Bob Innes of Canadian Bird Equipment gave a first hand example of how his firm was able to establish itself in the Peoples Republic of China.

In March the Department, with the assistance of the Canadian/Italian Chamber of Commerce, sponsored a "Doing Business with Italy" seminar at the Holiday Inn. The seminar was attended by businessmen in the community who have an interest or are presently conducting trade with Italy. The purpose of the meeting was to expose Hamilton-Wentworth businesses to opportunities in Italy and to foster bi-lateral trade and joint ventures.

"Joint Ventures with Germany" was a seminar held in the President's Room at the Hamilton and District Chamber of Commerce. The International Trade Committee co-sponsored the meeting with the Economic Development Department. Mr. Jim Wissinger, Ontario Office Senior Representative in Frankfurt, West Germany spoke to businessmen in Hamilton-Wentworth who were interested in forming joint ventures or establishing licensing arrangements with Germany firms.

In June the Department, in association with the Metropolitan Real Estate Board, hosted a meeting with approximately 50 industrial/commercial realtors. The venue was the newly refurbished Hamilton Squash Club. The Industrial Sector Survey was presented by staff of the Planning Department and the video "Talk About A Great Place" was shown. Bruce Law, President of the Industrial/Commercial/Investment Committee of the Board expressed his views on future co-operative tactics which the Board and the Department can utilize.

The last of the series of seminars for the year took place in the new Hamilton Sheraton Hotel in November. Mrs. Anne Jones, Chairman of the Region and Councillor Bill Sears, acting chairman of the Economic Development Committee took part in the seminar by greeting the participants and welcoming them to the luncheon meeting. The purpose of the meeting was to discuss problems associated with the automotive parts manufacturing industry and to look for solutions. The speakers were Mr. Fred Bourgaise from the Federal Department of Regional Industrial Expansion, Mr. Arnold Sandler of the Provincial Ministry of Industry Trade and Technology and Mr. George Lacey, President of the Ontario Automotive Parts Technology Centre.

8.3 Brochures and Literature

Two new high quality and widely acclaimed brochures were produced by the Department in 1985. The first had its genesis in 1984 but was released in January in conjunction with the new video. Both the brochure and the video were titled "Talk About a Great Place".

The second brochure is directed to the automotive parts industry. It is a detailed compendium of the industry in Hamilton-Wentworth and will be used to promote and foster new and expanded industries in the Region. The program associated with the brochure has three main components:

1) To reinforce the commitment of local firms to the Region; 2) to make firms from beyond the Region aware of the viable business climate in Hamilton-Wentworth and 3) to promote the establishment within the Region of parts manufacturers and automotive assemblers. To this date phases 1) and 2) have been completed.

B.4 Client Services

Staff are continually in communication with businesses, both new and established. The Business Plan is one of the major tools used by the Department to help firms establish proper systems; physical and financial. Information is relayed to investors and entrepreneurs and meetings are held regularly with them. The meetings include tours of the industrial and commercial areas of Hamilton-Wentworth. Background literature is supplied and senior government program information is disseminated. The Department responds to business concerns regarding zoning programs, financial difficulties and bureaucratic impediments.

C. INTERNATIONAL MARKETING

C.1 The Far East

Councillor Paul Cowell visited Japan and Hong Kong on three separate occasions in 1985; March 30th-April 12, June 20-July 10, Sept 25-Oct 10. Reports have been filed by the councillor but in brief it is safe to say that the missions were very successful. In 1985 a total of \$1,300,000 has been attracted to the Region as a result of visits to the far east. Including previous years in excess of \$6,000,000 have been spent on real estate and business investment in Hamilton-Wentworth. Included in the real estate and business investment are two firms, Century Photo Typesetting Limited and a division of K.H.K. Sportswear.

C.2 Europe

Germany Several meetings were held with the Trade Commissioners from Dusseldorf, Frankfurt, Hamburg, Brussels, Bonn. Information was exchanged on current inquiries. A list of companies seeking joint ventures was secured. This information is essential to enable staff to identify suitable local partners. Our new audio-visual film and colour brochure was widely distributed in these offices as well as Hanover and Milano Trade fairs. The following is a brief review on the status of these prospective clients.

Monette-Marburg (Special wires and cables)

Boston wire of Hamilton has been contacted and the principal officer from the company is corresponding with the German manufacturer regarding production and distribution.

Harterei Bochum-Bochum (Steel surface-hardening process).
The President of this company visited Sandco Automotive of Flamborough in August and the ensuing discussion may lead to plant expansion with new German technology and capital investment resulting in 20 additional jobs.

Wupperman-Leverkusen (Small narrow strip steel mill and cold rolled sections).

Seeking joint venture and investment. The President of this company visited the Region in September and held discussions with Dynamic Steel of Stoney Creek to explore the possibility of a second expansion of this company. Mr. Wupperman is also interested in marketing Canadian steel and manufacturing technology in Europe. Discussion on the subject was initiated with Stelco. Large investment capital available.

Westa Stahlhandle-Dusseldorf (Steel centre-export and processing)

The owner and family are now landed immigrants in the Region. A lease for office space is near closing in a downtown Hamilton location to start the business early 1986. Second phase of the business proposal is a steel centre with 50 employees when fully operational.

Hellwig-Wuppertal (quality windows)

After discussion in Hannover, the President of this company visited the Region recently and is seriously considering forming a joint venture with a partner in Stoney Creek for manufacture of high quality windows made of extruded plastic sections and selected wood. The proposed facility would be 5000-10,000 sq.ft. and may employ 12 people.

Italy

Udine Chamber of Commerce

Joint venture and trade opportunities were discussed. A delegation of 60 businessmen visited the Region October 18th. The Department arranged a full day program including presentation at the Mayor Morrow's offices, a business luncheon and a one-on-one meeting with selected local industry representatives as well as a tour of the industrial area. As a result several local companies are presently corresponding with counter-parts in Udine. The Regional Chairman and the Mayors of Hamilton and Stoney Creek took part in the ensuing discussions.

Cimpreco Housing Project-Udine A \$15 million dollar joint venture housing proposal is suggested with approval and partial financing from the Italian government. A consortium of local companies has been incorporated to explore the possibility of undertaking the joint venture. The proposed sub-division will be called "Canada Ville".

Lys Fusion-Aosta A Plastic automotive parts manufacturer seeking local partner to produce components for dash boards and door panels for North American automobiles. They are highly interested in capturing a niche in the lucrative Ontario auto parts industry. Two principal officers from the company visited the Region in October and discussions with Permalite, a subsidiary of Susan Shoes Industries may result in improving Permalite position in securing substantial contacts from the big auto manufacturers regarding the supply of sub assemblies or complete doors. A new 50,000 sq.ft plant may have to be built which could employ 500 people when fully operational.

The Department was also instrumental in assisting Susan Shoes in the immigration of a partner from Sonatex, France.

C.3 United States

In the spring of 1985 staff visited the Canadian Consulates and the Ontario International offices in each of the cities of Boston, New York, Philadelphia and Atlanta. As well, prearranged appointments were kept with firms in Rhode Island, New York and Pennsylvania. The purpose of the visits was to maintain an interest in Hamilton-Wentworth on the part of senior officers in government and the private sector. The Department will make sure that there is an ample supply of Hamilton-Wentworth literature maintained in the foreign offices.

D. MUNICIPAL INDUSTRIAL LAND

It can be seen from the accompanying Table 8 that municipal industrial land sales have out-paced those of any previous year. Staff have conducted tours through the industrial parks. Problems which arose concerning the dumping of refuse on the lands have for the most part been resolved by placing barricades around the perimeters of the lands. The quality of the inquiries for industrial land is reflected in the increased sales. The approved highway link augers well for future sales.

E. INQUIRIES

Below is a chart showing the status of all inquiries received for the year 1985.

STATUS

<u>Type of Inquiry</u>	<u>Total</u>	<u>Active</u>	<u>Status Dropped</u>	<u>Completed *</u>
Cold Calls	87	70	8	9
Referrals	151	136	6	9
Direct Mail	4	4	-	-
Advertisements	51	51	-	-
Trade Fairs	8	7	-	1
	<hr/>	<hr/>	<hr/>	<hr/>
TOTAL	301	268	14	19

* Of the 301 inquiries received in 1985 19 have completed their projects in Hamilton-Wentworth. In addition, ten inquiries from previous years have been completed amounting to a total of 29 new investments this year.

F. MEDIA ADVERTISING

The theme "Talk About a Great Place", and the hard hat illustration were the main features of the 1985 advertising campaign. The program was scheduled according to timing and frequency to keep our message in the minds of the readers and increase their awareness of the business potential in the Region. Other ads were also placed with the Hamilton Spectator regarding joint ventures opportunities.

The following is a brief summary of the various publications:

F.1 Local Advertising

- Hamilton & District Chamber of Commerce (Membership Directory)
- Panorama
- Stoney Creek Chamber of Commerce (Membership Directory)
- Flamborough Chamber of Commerce (Membership Directory)
- Hamilton Que magazine
- Better Business Bureau (Directory)
- The Hamilton Spectator
- Hamilton Hunt Club

F.2 National Advertising

- Ontario Business and Finance
- The Financial Post (Special Supplement)
- Metro Toronto Business

F.3 International Advertising

- | | | |
|---|----------------------------------|-----------|
| - | Area Development Magazine | U.S.A. |
| - | Italian Chamber of Commerce | Italy |
| - | Asia Week | Hong Kong |
| - | Nikkei (Auto parts Ad) | Japan |
| - | Canada Journal | Germany |
| - | Wirtschaft Woche (Business Week) | " |

G. SPECIAL PROJECTS

The announcement that Toyota Motor Corporation was seeking a location in Canada prompted the Economic Development Department to create one of the most highly regarded proposals of any that were done by municipalities in Ontario. The Ministry of Industry and Trade (now M.I.T.T.) co-ordinated the collection of submissions on behalf of Toyota. In addition, a questionnaire was submitted by Toyota and a remarkably similar one was completed for Price Waterhouse, Toyota's consultants in Canada.

The proposal described the locational advantages, the viable business environment and the quality of life in Hamilton-Wentworth. It contained affidavits from local firms supporting the submissions. The documents and questionnaires were reviewed by the Economic Development Committee.

Over the summer two students were employed by the Department to work on a study to establish a Steel Science Technology Centre and Museum. The students were paid through funds allocated by the federal S.E.E.D. Programme. The study received approvals from the Economic Development Committee and from Regional Council. The Ontario Ministry of Culture and Citizenship has been contacted as a result of Council's approval and a feasibility study will be commenced with funds supplied by that Ministry. A steering committee was made up of staff and business professionals from the Region.

Susan Shoes Limited enlisted the assistance of staff to support the maintenance of import quotas on shoes. Meetings were arranged with local members of Parliament, both in Ottawa and at the riding offices in Hamilton-Wentworth. It would seem that quotas are to be lifted. It is difficult to assess what the results will be on local employment in the foot-wear industry.

The Region of Hamilton-Wentworth and the City of Hamilton have initiated correspondence with cities in the People's Republic of China concerning twinning. The two initiatives have brought the Region and the City into contact with the City of Anshan in the province of Liaoning and a city (yet to be determined) in the province of Jiangsu. It is expected that the twinnings will bring strengthened cultural and trade ties.

H. PROFESSIONAL CONFERENCES

Staff have continued to upgrade their knowledge and expertise in the area of economic development. Conferences which were attended included the quarterly meetings of the Ontario Industrial Development Council and annual meetings of the Industrial Development Association of Canada and the American Economic Development Council. (Note that A.E.D.C. members will be visiting Hamilton-Wentworth in May of 1986).

I. ECONOMIC INDICATORS

Significant improvement has been noted in the Region's economy during 1985. Renewed confidence is illustrated by examining numerous economic indicators. Table 1 depicts the population trends since 1980. The Region has grown by 11,000 people since 1980. Stoney Creek has accounted for the bulk of this growth with 6,000 new residents during the past five years.

The Hamilton area unemployment rate, and number of unemployed have both declined significantly. Table 2 shows the unemployment rate for 1985 to be 8.7%, the lowest rate in four years. Concurrently, the number of employed individuals has improved. Commercial and industrial investments will further enhance the employment figures. Hamilton-Wentworth's major employers are listed in Table 3.

Table 4 illustrates annual building permit activity since 1980. Through 1985, total value of permits issued in 1985 has exceeded all previous annual levels. Industrial permits issued throughout the Hamilton-Wentworth Region in October 1985 have exceeded total 1984 industrial value by 336.3%. Major construction projects in 1985 are listed in Table 6.

Real estate sales have also improved. The total number of all 1985 sales has increased over 25.1% over 1984, as noted in Table 7. Total sales volume in dollars is recorded as \$886.4 million for 1985 a 42.7 increase over the 1984 total.

Publicly-owned industrial land sales are shown in Table 8. The number of transactions and area of land sold have dramatically increased for 1985 compared with the 1984 total.

Office occupancy in a selected group of downtown buildings is depicted in Table 9. The high vacancy rate is not a positive indicator. However, since the survey, April 1985, circumstances may have changed.

Hamilton-Wentworth Region taxes and assessment values are presented in Table 10. Taxable assessment has continued to increase since 1980, but at a marginal rate. The industrial commercial proportion of assessment has remained steady indicating that business development has kept pace with the overall growth of the Region.

Welfare assistance has significantly declined as the economy improves. Table 11 illustrates that the number of recipients, cases, and proportion of beneficiaries to population have dropped to the lowest levels in four years.

Table 12 highlights the reduced number of bankruptcies, indicating a more prosperous business community.

Table 13 lists Hamilton-Wentworth Region income statistics. The Region has witnessed continued increases in both total personal disposable income and per capita income.

TABLE 1

HAMILTON CENSUS METROPOLITAN AREA
POPULATION

AREA	1980	1981	1982	1983	1984	1985	5 YR. TOTAL GROWTH
POPULATION IN 000's							
HAMILTON C.M.A. (GROWTH RATE)	540 (+0.4%)	542 (+0.2%)	543 (+0.7%)	547 (+0.5%)	550 (+0.7%)	554	14
City of Hamilton	307 (-0.3%)	306 (+0.7%)	308 (-0.3%)	307 (-0.3%)	306 (+0.7%)	308	1
Stoney Creek	36 (+2.8%)	37 (0.0)	37 (+5.4%)	39 (+2.6%)	40 (+5.0%)	42	6
Flamborough	24 (0.0)	24 (+4.2%)	25 (0.0)	25 (0.0)	25 (+4.0%)	26	2
Dundas	20 (0.0)	20 (0.0)	20 (0.0)	20 (0.0)	20 (0.0)	20	0
Ancaster	14 (0.0)	14 (+7.1%)	15 (0.0)	15 (0.0)	15 (+13.3%)	17	3
Glanbrook	10 (0.0)	10 (0.0)	10 (-10.0%)	9 (0.0)	9 (0.0)	9	-1
HAMILTON-WENTWORTH REGION	411 (0.0)	411 (+0.7%)	414 (+0.2%)	415 (+0.5%)	417 (+1.2%)	422	11
Burlington	113	115	113	116	117	116	3
Grimsby	16	16	16	16	16	16	0

SOURCE: Ontario Ministry of Revenue, Assessment Division,
City of Burlington, Town of Grimsby, Statistics Canada

TABLE 2

HAMILTON CENSUS METROPOLITAN AREA
EMPLOYMENT

INDICATOR	(FIGURES ARE YEARLY AVERAGE)						5 YR. GROWTH/ ANNUAL AVERAGE
	1980	1981	1982	1983	1984	1985	
Population (Growth Rate)	540,000 (+0.4%)	542,000 (+0.2%)	543,000 (+0.7%)	547,000 (+0.5%)	550,000 (+0.7%)	554,000 (+0.7%)	2.6%/0.5%
Population - 15 Yrs. Plus	401,000 (+3.0%)	413,000 (+2.7%)	424,000 (+0.7%)	427,000 (+1.6%)	434,000 (+1.7%)	441,000 (+1.7%)	10.2%/2.0%
Active Labour Force (#)	267,000 (+2.2%)	273,000 (+2.9%)	281,000 (-1.8%)	276,000 (+4.7%)	289,000 (-0.7%)	287,000 (-0.7%)	9.7%/1.9%
<u>Employed</u> (#)	<u>250,000</u> (+2.0%)	<u>255,000</u> (-2.7%)	<u>248,000</u> (-2.0%)	<u>243,000</u> (+7.4%)	<u>261,000</u> (+0.4%)	<u>262,000</u> (+0.4%)	10.0%/2.0%
<u>Unemployed</u> (#)	<u>17,000</u> (+5.9%)	<u>18,000</u> (+83.3%)	<u>33,000</u> (0.0%)	<u>33,000</u> (-15.2%)	<u>28,000</u> (-10.7%)	<u>25,000</u> (-10.7%)	5.9%/1.2%
Not in L.F. (#)	134,000 (+4.5%)	140,000 (+2.1%)	143,000 (+5.6%)	151,000 (-4.0%)	145,000 (+6.2%)	154,000 (+6.2%)	14.9%/1.7%
Participation Rate (%)	66.5	66.0	66.2	64.5	66.7	61.1	
<u>Employment Rate</u> (%)	<u>93.6</u>	<u>93.6</u>	<u>88.3</u>	<u>88.1</u>	<u>91.2</u>	<u>91.3</u>	
<u>Unemployment Rate</u> (%)	<u>6.4</u>	<u>6.4</u>	<u>11.7</u>	<u>11.9</u>	<u>9.8</u>	<u>8.7</u>	
Employed/Population - 15 Yrs. Plus (%)	62.3	61.7	58.5	56.8	60.2	59.4	

SOURCE: Statistics Canada

TABLE 2a

HAMILTON CMA LABOUR FORCE SUMMARY

1981 TO 1985

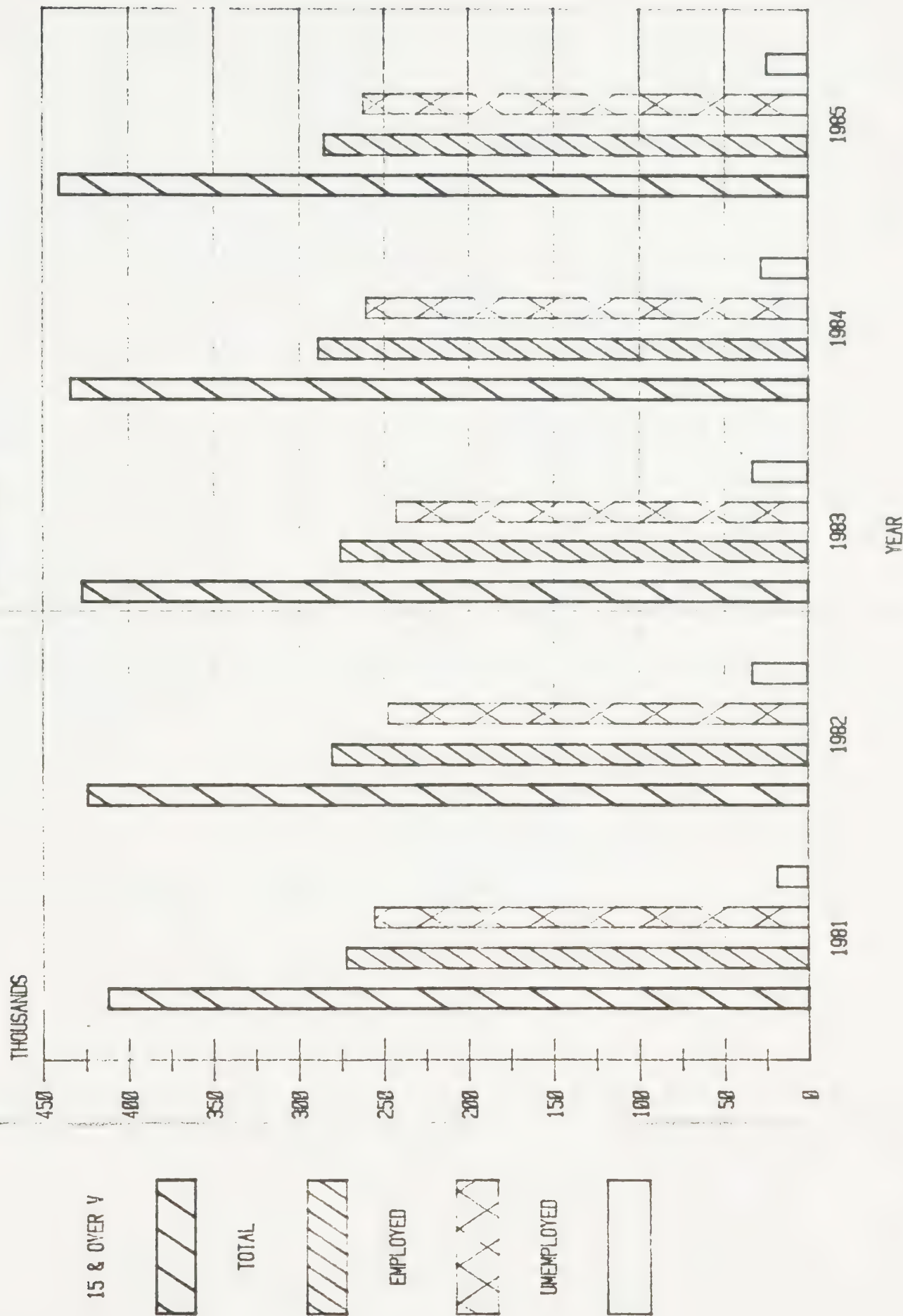


TABLE 2b

UNEMPLOYMENT RATES COMPARISONS

1981 TO 1985

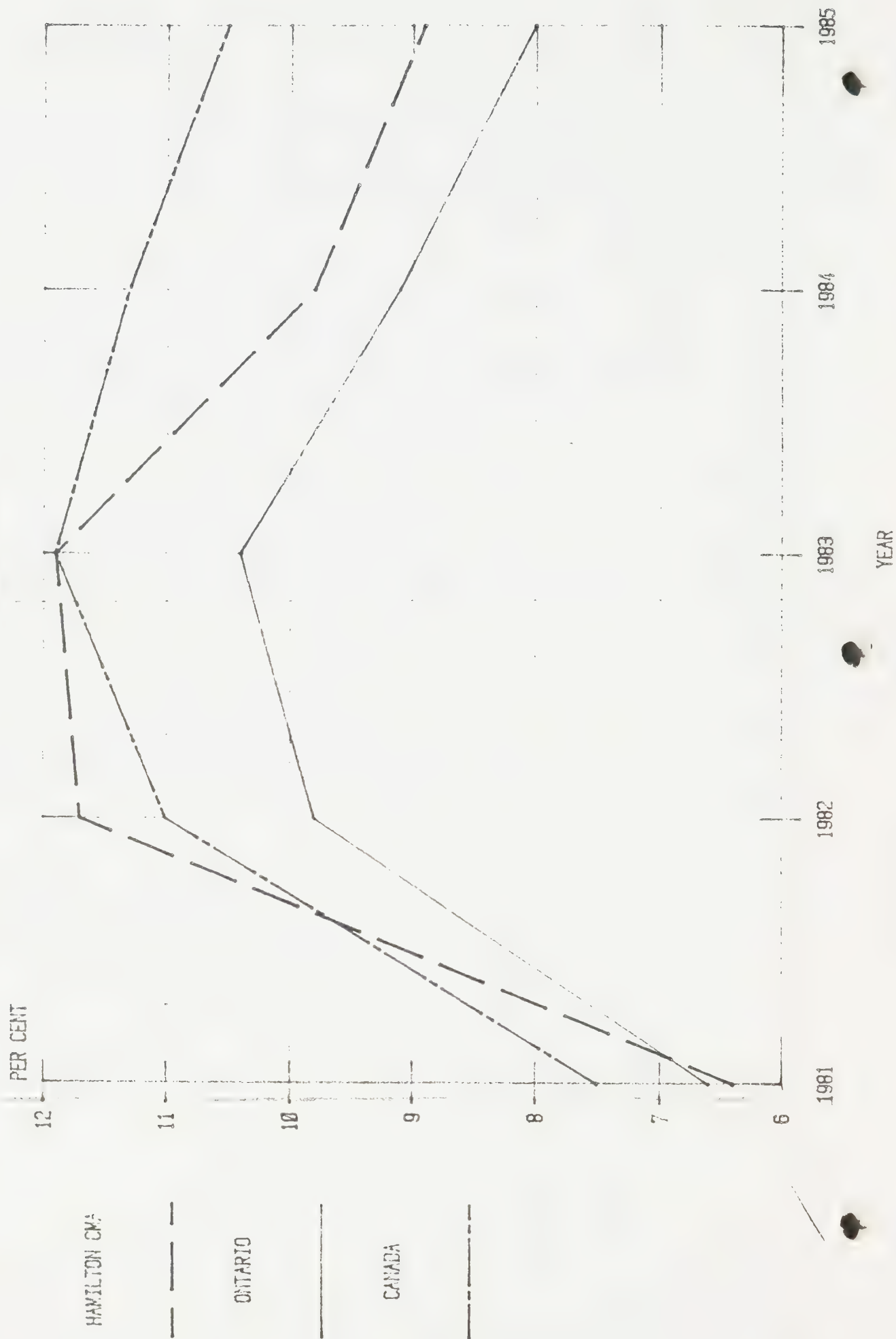


TABLE 3

HAMILTON-WENTWORTH REGION

LIST OF MAJOR MANUFACTURING EMPLOYERS

<u>FIRM</u>	<u>NUMBER OF EMPLOYEES</u>
STELCO	18,220
DOFASCO	12,087
WESTINGHOUSE	2,500
FIRESTONE	2,200
CAMCO	1,400
CAMBRIDGE CLOTHES	745
SUSAN SHOES	737
GREENING DONALD	709
BURLINGTON STEEL	675
THE SPECTATOR	665
AMERICAN CAN	645
PROCTOR AND GAMBLE	630
STEETLEY INDUSTRIES	400
ROBERTSON BUILDING SYSTEMS	350
E.D. SMITH AND SONS	330
WABCO	328
JERVIS B. WEBB	283
FELL FAB	170
BROWN BOGGS	140
C.M.C.	100

SOURCE: HAMILTON-WENTWORTH ECONOMIC DEVELOPMENT DEPARTMENT, NOVEMBER 1985.

TABLE 4

HAMILTON-WENTWORTH REGION
BUILDING PERMIT TRENDS

INDICATOR	1980	1981	1982	1983	1984	1985
(\$ Millions)						
Total Value of Permits Issued	218.6	223.8	180.7	209.7	221.5	339.6
Industrial/Commercial	123.5	106.0	79.9	73.3	73.9	141.9
Residential/Other	85.5	97.3	88.0	116.0	121.4	168.4
Institutional	12.5	20.5	12.1	23.9	26.3	29.3
Industrial/Commercial Proportion of Total Value (%)	56.5	47.8	44.4	35.0	33.4	41.7
Value of Permits Per Capita (\$)	\$528.02	\$544.53	\$434.78	\$505.30	\$531.18	\$804.43

SOURCE: Regional Municipality of Hamilton-Wentworth Economic Development Department
Annual Reports, 1980-1984; Building Departments of Area Municipalities, November

TABLE 4a

VALUE OF BUILDING PERMITS BY SECTOR

1981 TO 1985

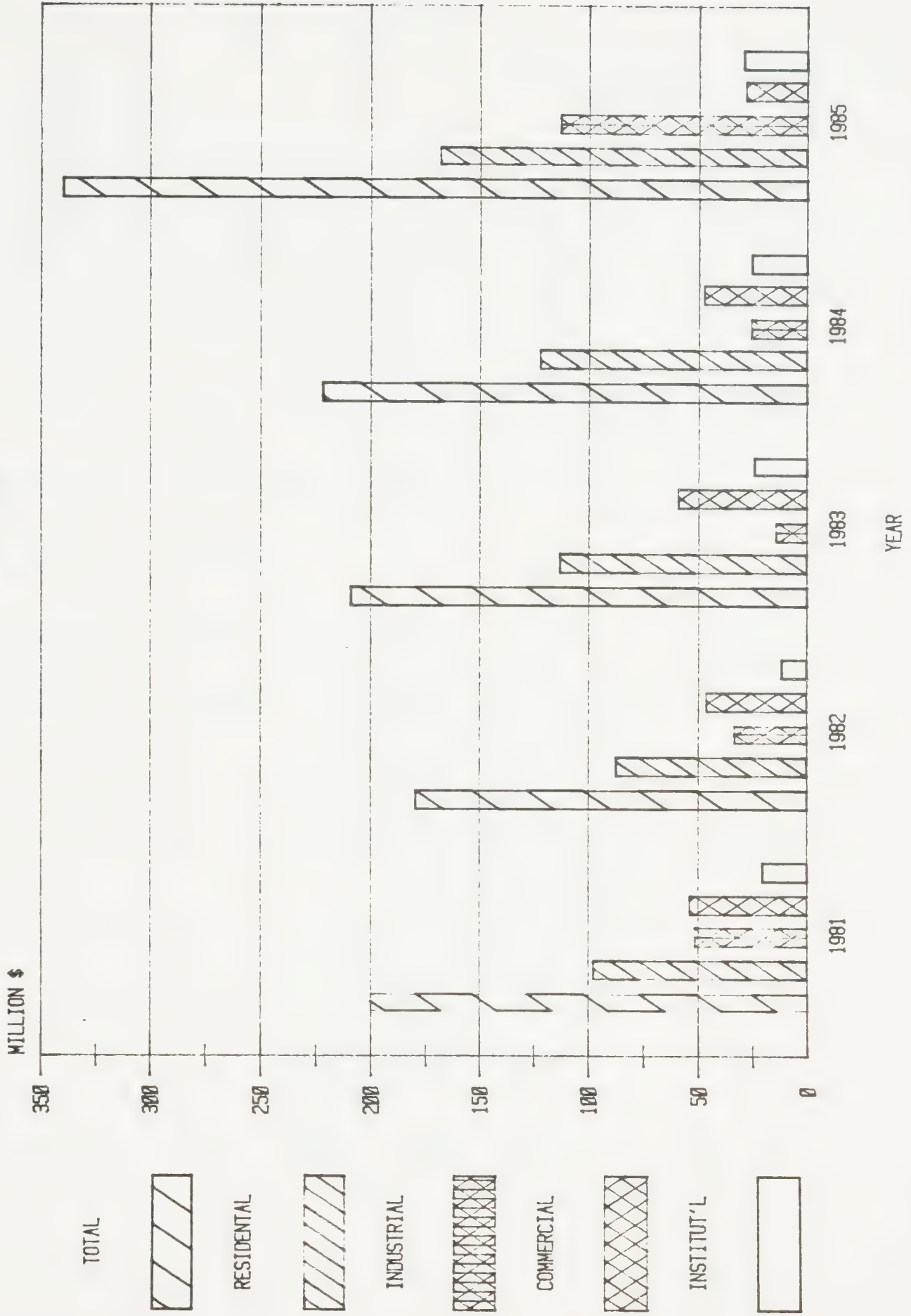


TABLE 5

HAMILTON-WENTWORTH REGION
1985 BUILDING PERMIT DISTRIBUTION

MUNICIPALITY	\$ VALUE (000's)				TOTAL
	INDUSTRIAL	COMMERCIAL	INSTITUTION	RESIDENTIAL & MISCELLANEOUS	
Hamilton (% change from 1984)	101,621.2 (+373.4%)	20,468.9 (- 43.6%)	12,125.9 (- 39.2%)	68,449.4 (+21.2%)	202,665.4 (+51.0%)
Stoney Creek	7,865.0 (+1188.5%)	2,815.9 (+ 74.4%)	4,783.1 (+367.3%)	40,597.3 (+32.0%)	56,061.3 (+64.9%)
Flamborough	2,258.7 (+ 41.1%)	3,776.2 (+228.0%)	1,309.1 (+193.6%)	19,487.1 (+29.7%)	26,912.1 (+47.4%)
Ancaster	270.6 (- 15.7%)	1,195.0 (+397.7%)	7,252.0 (+46,687.1%)	26,880.1 (+23.6%)	35,597.7 (+59.5%)
Dundas	216.1 (- 12.9%)	282.3 (- 63.8%)	1,522.2 (+1,038.5%)	10,254.9 (+94.4%)	12,275.5 (+90.7%)
Glanbrook	1,120.0 (+161.4%)	31.0 (- 61.3%)	2,198.0 (- 44.1%)	2,770.1 (+49.8%)	6,119.1 (- 2.8%)
Hamilton-Wentworth	113,351.6 (+336.3%)	28,569.3 (- 40.3%)	29,271.3 (+ 11.4%)	168,438.9 (+38.8%)	339,631.1 (+53.3%)

SOURCE: Municipal Building Departments, January, 1986

TABLE 6

HAMILTON-WENTWORTH REGION
LIST OF MAJOR PROJECTS-1985

FIRM	PROJECT	\$ VALUE
<u>ANCASTER</u>		
Redeemer College	New facility	\$6,000,000
Oakrun Farms Bakery	New building	445,000
Soccer World	New building	392,000
M. Coll	New building-industrial	113,000
<u>DUNDAS</u>		
Sisters of St. Joseph	Addition	\$1,016,000
Clarke Production	Addition	120,000
<u>FLAMBOROUGH</u>		
DKC Properties	New building	\$1,800,000
Liburdi Engineering	New building-office	700,000
Medical Centre	New building-office	409,000
Gulf Canada	New building-commercial	344,000
Village Plaza	New building	300,000
<u>GLANBROOK</u>		
Transport Canada	Airport control tower	\$2,000,000
Links Food Market	New building	650,000
Glanbrook Stair Mfg.	Replace/new building	100,000
<u>HAMILTON</u>		
Dofasco	Pickleline/continuous cast facility	\$17,070,000
Stelco	Revamp bar mill/continuous cast facility	\$13,240,000
Procter & Gamble	Warehouse addition	2,000,000
Union Gas	Addition and new storage locker	1,500,000
Amstel Brewery	Warehouse addition and retail expansion	1,401,000
Seaway Terminals	Pier 12 warehouse addition	950,000
C.V.O.P.	Addition to tanks and pilings	751,000
CHML Radio	Addition to new facility	750,000
Cineplex	Addition to theatre	750,000
A & P Food Store	Addition	500,000
Ontario Hydro	New hydro facility	485,000
L.C.B.O.	New store	450,000
National Steel Car	Addition to workshop	400,000

FIRM

PROJECT

\$ VALUE

STONEY CREEK

Nelson Steel	Addition	2,100,000
E.D. Smith	Addition	1,013,000
Fabris Industrial Mfg	Addition	450,000
H.G.H. Development	New building	400,000
Skway Investments	New building	325,000
J.J. Cores	New building	306,000
E & G Digregorio	New building-industrial mall	300,000

TABLE 7

METROPOLITAN HAMILTON
REAL ESTATE BOARD ACTIVITY

INDICATOR	1980	1981	1982	1983	1984	1985
Listings (Total Number)	21,376	20,515	20,798	20,792	21,760	20,983
Sales (Total Number)	6,699	7,126	6,466	8,844	9,109	11,396
Volume (\$ Millions)	398.1	445.1	404.9	590.0	621.3	886.4

SOURCE: Metropolitan Hamilton Real Estate Board, January, 1986

TABLE 8

HAMILTON-WENTWORTH REGION
PUBLICLY-OWNED INDUSTRIAL LAND SALES

INDICATOR	1980	1981	1982	1983	1984	1985
Transactions (Total Number)	N/A	N/A	N/A	1	3	13
Total Area Sold (Acres)	6.67	13.46	4.72	0.77	2.45	14.14
Value of Sales (\$000)	407.3	591.3	206.6	56.4	157.5	780.7
Average Cost per Acre (\$000)	61.1	43.9	43.8	73.2	64.3	55.2

SOURCE: Regional Municipality of Hamilton-Wentworth Economic Development Department, Annual Reports, 1980-1984, and City of Hamilton Real Estate Department, January, 1986

TABLE 9

HAMILTON DOWNTOWN
OFFICE OCCUPANCY (Selected Buildings)

INDICATOR	December 1, 1983	May 15, 1984	April 12, 1985 .
Number of Buildings Surveyed	21	21	20
Total Rentable Area (Square Feet)	1,961,403	1,962,789	1,947,089
Occupied Area	1,521,633	1,611,756	1,438,960
Vacant Area (Square Feet)	439,770	351,033	508,129
Vacancy Rate (%)	22.42	17.80	26.10

SOURCE: "Downtown Office Building Survey, Hamilton, Ontario",
D. H. Blanchard, Lounsbury Realty Ltd.

TABLE 10

HAMILTON-WENTWORTH REGION
TAXES AND ASSESSMENT

INDICATOR	1980	1981	1982	1983	1984	1985 (BUDGET)
Taxable Assessment (\$000)	1,104,681	1,108,995	1,141,888	1,149,670	1,171,566	1,187,400
Commercial/ Industrial/ Business Assessment (\$000)	432,823	436,549	452,741	450,135	455,085	463,500
Residential and Farm Assessment (\$000)	671,858	672,446	689,147	699,535	716,481	723,400
Commercial/ Industrial/ Business Assess- ment as % of Total Assessment	39.2%	39.4%	39.6%	39.1%	38.8%	39.1%
Regional Assess- ment per Capita	\$2,694	\$2,678	\$2,757	\$2,773	\$2,824	\$2,143
Current Revenue (Total) (\$000)	172,863	193,477	220,143	234,424	239,188	261,477
*Regional Property Taxes Collected (\$000)	58,943	65,005	72,039	75,246	78,443	82,145
Regional Property Tax as a % of Total Current Revenue	34.1%	33.6%	32.7%	32.1%	32.8%	31.2%
Regional Property Taxes per Capita	\$143.75	\$156.99	\$173.93	\$181.55	\$189.26	\$195.00

*Regional property taxes are not collected by the Region directly, but requisitioned from area municipalities.

SOURCE: Regional Municipality of Hamilton-Wentworth,
1985 Budget. 1985 figures are estimates.

TABLE 11

HAMILTON-WENTWORTH REGION
WELFARE ASSISTANCE

AVERAGE PER MONTH	1980	1981	1982	1983	1984	1985
Beneficiaries	N/A	10,429	11,748	14,915	14,273	12,555
Caseload	5,684	5,886	7,540	8,888	8,717	7,702
Ratio of Persons/Case	N/A	1.77	1.56	1.68	1.64	1.63
Beneficiaries as Percentage of Population	N/A	2.54%	2.84%	3.59%	3.42%	2.98
General Welfare Costs (\$ Million)	N/A	N/A	N/A	2.82	3.12	N/A

SOURCE: Hamilton-Wentworth Region Social Services Department, January, 1986

TABLE 12

HAMILTON-WENTWORTH REGION
BANKRUPTCIES

TYPE	1980	1981	1982	1983	1984	1985
Business	135	134	182	139	143	143
Consumer	561	580	658	519	454	444

SOURCE: Consumer and Corporate Affairs,
Hamilton District Office - January, 1986

TABLE 13

HAMILTON-WENTWORTH REGION
INCOME

INDICATOR	1980	1981	1982	1983
Total Personal Dispoable Income (\$ Billions)	4.9	5.5	6.1	6.7
Per Capita Income (\$ Thousands)	9.2	10.1	11.2	12.1
Per Capita Income Index (Canada = 100)	103	100	101	N/A
Average Weekly Earnings	\$324	\$357	\$394	\$380

SOURCE: Financial Post, Survey of Canadian Markets, 1981-1984



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